

READY, SET SELL!

Book now to avoid any holiday blues

2016 is winding down and before you know it you'll be surrounded by tinsel and Christmas carols. With just XX days to go until December, the time to start booking your client's end of year holiday is nigh. Here Astrid Beyers, from [FlightSiteAgent](#) suggests why you should jump aboard the holiday bus!

Early birds get the seat

Most people look forward to swapping suits for beachwear and offices for the outdoors during December but leaving your bookings to the last minute adds stress and the possibility of disappointment to your client's holiday. Availability during December is limited as most people take leave and look to travel over the Festive Season, both locally and internationally. Encourage your clients to book as soon as possible. Leaving it too late might result in them having to be flexible with dates and not having a say in how they'd like to travel - or worse, they may be forced to stay home! The sooner you book, the better your chances are to help your clients enjoy their dream holiday within budget.

Cash in on the sales

Often we're left with too much money at the end of the month, so any advice to curb that will be appreciated by your clients. Typically prices for flights, accommodation and packages spike in December thanks to good old demand and supply and there are rarely any amazing deals. But every now and then airlines and hotels release a few limited not-to-be-missed specials so it's even more important to keep your finger on the pulse and eyes on social media to be on the ball.

TIP: [Zanzibar](#) and [Thailand](#) are always a popular destination for travellers looking to book an affordable beach holiday.

Hotel booking

While your clients may prefer a staycation during December, they may like to indulge in a night or two at a hotel at the beach. Understandably lower room categories or those that offer the best value sell out in the blink of an eye. To avoid disappointment, secure them soonest. If you wait until December your client will be left with a big bill to settle, which is just not ideal for the festive season!

TIP: We recommend [Krystal Beach in Gordon's Bay](#) for a quick weekend getaway at the beach!

Leave your wallet at home

It's not a bad idea to encourage clients to consider a holiday package. All-inclusive deals offer great value and allow travellers to leave their wallet at home. This is a major stress reliever during the holidays when costs can rack up fast. Book early and you could qualify for exclusive early bird deals too. But keep in mind that what is considered great value for a December getaway will always be a bit more than what's understood to be true for the rest of the year. Jumping on board a few months in advance will save a few Rands which will be appreciated come December.

TIP: For travellers searching for a white Christmas check out [Club Med's Cervinia Resort](#) in Italy. This great way of experiencing the Italian Alps is very popular among South Africans looking for affordable lux – thanks to the all-inclusive packages on offer.

Follow daily deals

As they say, you've got to be in it to win it. To stay on top of specials and discounts, sign up to all relevant travel providers' (airlines, hotels, etc.) newsletters and follow them on social media for the latest news and updates. Suppliers occasionally announce discounts on these platforms a day or two before the holiday period so keep your battery charged and stay connected. And of course follow #FlightSiteAgent on [Twitter](#) and [Facebook](#) where we share specials hot off the press!

Happy (selling) holidays!

ENDS